

Quarterly Enrollment Report
New York State Office of Managed Care
September, 2003

Friday, January 16, 2004

HMOs

| Quarter 3, 2003 | Location | Group | POS | Indiv | Conve | Mcaid | Mcare | Other | Quarter Total | +/- from Prior Quarter | | |
|---|------------------------------|------------------|------------------|----------------|--------------|----------------|----------------|----------|------------------|------------------------|--------|-------|
| | | | | | | | | | | Total | MCaid | MCare |
| Aetna Health Inc. (1160286) | New York | 232,706 | 106,435 | 18,236 | 0 | 0 | 18,115 | 0 | 375,492 | -4.67% | N/A | -2.1% |
| AmeriChoice of New York, Inc. (1330195) | New York | 0 | 0 | 38 | 0 | 93,494 | 2,441 | 0 | 95,973 | 3.42% | 3.46% | 2.1% |
| AmeriHealth Health Plan, Inc. (1380298) | Tarrytown | 0 | 0 | 4 | 0 | 0 | 0 | 0 | 4 | 0.00% | N/A | N/A** |
| Atlantis Health Plan, Inc. (1430100) | New York | 245 | 6,348 | 7 | 0 | 0 | 0 | 0 | 6,600 | -9.86% | N/A | N/A** |
| Capital District Physicians Health Plan (1090384) | Albany | 237,555 | 530 | 1,444 | 0 | 54,005 | 8,468 | 0 | 302,002 | -0.48% | 2.57% | 1.6% |
| Cigna Healthcare of New York, Inc. (1180186) | New York | 36,665 | 25,766 | 2,284 | 0 | 0 | 0 | 0 | 64,715 | -7.29% | N/A | N/A** |
| Elderplan, Inc. (1300185) | Brooklyn | 0 | 0 | 0 | 0 | 294 | 11,527 | 0 | 11,821 | 1.83% | 1.36% | 1.8% |
| Empire HealthChoice HMO, Inc. (1350196) | New York | 269,305 | 2,247 | 21,060 | 0 | 0 | 51,202 | 0 | 343,814 | 4.37% | N/A | -1.4% |
| Excellus Health Plan, Inc. (1390598) | Rochester | 498,630 | 25,651 | 3,402 | 0 | 66,962 | 56,861 | 0 | 651,506 | -1.43% | 5.36% | -1.2% |
| GHI HMO Select, Inc. (1410199) | Lake Katrine | 30,595 | 805 | 262 | 0 | 11,902 | 0 | 0 | 43,564 | 1.95% | 9.83% | N/A** |
| Health Insurance Plan of Greater New York, Inc. (1050178) | New York | 488,217 | 35,737 | 11,338 | 2,591 | 217,000 | 104,821 | 0 | 859,704 | 0.36% | 3.54% | 0.3% |
| HealthNet (1250287) | White Plains | 34,239 | 173,285 | 2,697 | 0 | 0 | 5,890 | 0 | 216,111 | 1.78% | N/A | -1.8% |
| HealthNow New York Inc. (1140685) | Buffalo | 99,530 | 133,417 | 1,121 | 0 | 43,508 | 27,488 | 0 | 305,064 | -0.54% | 6.50% | 6.3% |
| HealthNow New York Inc. (1141685) | Latham | 19,324 | 61,633 | 516 | 0 | 11,521 | 18,912 | 0 | 111,906 | 2.01% | 8.02% | 1.1% |
| Horizon HealthCare of New York, Inc. (1400199) | New York | 212 | 0 | 27 | 0 | 0 | 0 | 0 | 239 | -25.94% | N/A | N/A** |
| Independent Health Association, Inc. (1070680) | Buffalo | 251,416 | 22,952 | 1,486 | 246 | 29,167 | 22,628 | 0 | 327,895 | 0.57% | 1.00% | 1.4% |
| MagnaHealth of New York, Inc. (1360296) | Garden City | 116 | 0 | 61 | 0 | 0 | 0 | 0 | 177 | 3.39% | N/A | N/A** |
| Managed Health, Inc. (1280290) | New York | 27 | 0 | 13 | 0 | 0 | 20,757 | 0 | 20,797 | 14.37% | N/A | 14.4% |
| MDNY Healthcare, Inc. (1340295) | Melville | 41,903 | 7,458 | 532 | 0 | 0 | 0 | 0 | 49,893 | -6.64% | N/A | N/A** |
| MVP Health Plan, Inc. (1080383) | Schenectady | 307,370 | 37,145 | 427 | 0 | 0 | 0 | 0 | 344,942 | -0.91% | N/A | N/A** |
| Oxford Health Plans of New York (1170186) | New York | 85,797 | 730,289 | 37,841 | 0 | 0 | 68,493 | 0 | 922,420 | -3.86% | N/A | 0.3% |
| Rochester Area HMO/Preferred Care (1060579) | Rochester | 92,867 | 1,657 | 639 | 0 | 17,896 | 47,084 | 0 | 160,143 | 1.27% | -0.59% | 1.5% |
| UnitedHealthcare of New York, Inc. (1260187) | New York | 3,821 | 16,183 | 2,336 | 0 | 87,818 | 9,606 | 0 | 119,764 | 3.10% | 8.03% | 4.4% |
| Vytra Health Plans Long Island, Inc. (1150285) | Melville | 62,136 | 924 | 29,716 | 0 | 7,881 | 0 | 0 | 100,657 | -2.11% | 12.98% | N/A** |
| WellCare of New York, Inc. (1240287) | New York | 0 | 0 | 0 | 0 | 42,816 | 630 | 0 | 43,446 | 7.78% | 7.96% | -4.1% |
| HMO Quarter 3, 2003 Totals | Penetration Rate:28.6 | 2,792,676 | 1,388,462 | 135,487 | 2,837 | 684,264 | 474,923 | 0 | 5,478,649 | | | |

* indicates either the plan does not serve Medicaid or there was no change in Medicaid enrollment from the previous quarter.

** indicates that the category does not apply to the plan.

Quarterly Enrollment Report
New York State Office of Managed Care
September, 2003

Friday, January 16, 2004

PHSPs

| Quarter 3, 2003 | Location | Group | POS | Indiv | Convei | Mcaid | Mcare | Other | Quarter Total | +/- from Prior Quarter | | |
|---|------------------------------|----------|----------|----------|----------|------------------|----------|----------|------------------|------------------------|--------|-------|
| | | | | | | | | | | Total | MCaid | MCare |
| ABC Health Plan, Inc. (2170195) | New York | 0 | 0 | 0 | 0 | 9,195 | 0 | 0 | 9,195 | N/A** | 1.14% | N/A** |
| Affinity Health Plan, Inc. (2010186) | Bronx | 0 | 0 | 0 | 0 | 148,248 | 0 | 0 | 148,248 | N/A** | 5.64% | N/A** |
| Buffalo Community Health, Inc. (2190696) | Buffalo | 0 | 0 | 0 | 0 | 11,816 | 0 | 0 | 11,816 | N/A** | 7.40% | N/A** |
| CarePlus, LLC (2180196) | New York | 0 | 0 | 0 | 0 | 70,760 | 0 | 0 | 70,760 | N/A** | 4.94% | N/A** |
| CenterCare, Inc. (2050188) | New York | 0 | 0 | 0 | 0 | 77,347 | 0 | 0 | 77,347 | N/A** | 2.83% | N/A** |
| Community Choice Health Plan of Westchester, Inc. (2140295) | Yonkers | 0 | 0 | 0 | 0 | 13,256 | 0 | 0 | 13,256 | N/A** | 5.22% | N/A** |
| Community Premier Plus, Inc. (2200196) | New York | 0 | 0 | 0 | 0 | 47,351 | 0 | 0 | 47,351 | N/A** | 15.87% | N/A** |
| HealthFirst PHSP, Inc. (2090194) | New York | 0 | 0 | 0 | 0 | 177,575 | 0 | 0 | 177,575 | N/A** | 10.84% | N/A** |
| HealthPlus, Inc. (2100195) | Brooklyn | 0 | 0 | 0 | 0 | 179,728 | 0 | 0 | 179,728 | N/A** | 6.37% | N/A** |
| Hudson Health Plan, Inc. (2040287) | Tarrytown | 0 | 0 | 0 | 0 | 33,733 | 0 | 0 | 33,733 | N/A** | 6.57% | N/A** |
| MetroPlus Health Plan, Inc. (1130185) | New York | 0 | 0 | 0 | 0 | 166,028 | 0 | 0 | 166,028 | N/A** | 7.48% | N/A** |
| Neighborhood Health Providers, LLC (2150195) | New York | 0 | 0 | 0 | 0 | 76,124 | 0 | 0 | 76,124 | N/A** | 3.16% | N/A** |
| New York State Catholic Health Plan, Inc. (2060193) | Rego Park | 0 | 0 | 0 | 0 | 185,271 | 0 | 0 | 185,271 | N/A** | 5.09% | N/A** |
| SCHC Total Care, Inc. (2020487) | Syracuse | 0 | 0 | 0 | 0 | 18,898 | 0 | 0 | 18,898 | N/A** | 4.13% | N/A** |
| St. Barnabas Community Health Plan/Partners in Health (2130195) | Bronx | 0 | 0 | 0 | 0 | 22,919 | 0 | 0 | 22,919 | N/A** | -0.13% | N/A** |
| Suffolk County Department of Health Services (2110295) | Hauppauge | 0 | 0 | 0 | 0 | 13,373 | 0 | 0 | 13,373 | N/A** | 4.93% | N/A** |
| The New York-Presbyterian Community Health Plan, Inc. (2160195) | New York | 0 | 0 | 0 | 0 | 43,961 | 0 | 0 | 43,961 | N/A** | 9.98% | N/A** |
| PHSP Quarter 3, 2003 Totals | Penetration Rate:6.8% | 0 | 0 | 0 | 0 | 1,295,583 | 0 | 0 | 1,295,583 | | | |

* indicates either the plan does not serve Medicaid or there was no change in Medicaid enrollment from the previous quarter.

** indicates that the category does not apply to the plan.

Quarterly Enrollment Report
New York State Office of Managed Care
September, 2003

Friday, January 16, 2004

Managed Care Quarter Summary

| <u>Full Capitation</u> | <u>Group</u> | <u>POS</u> | <u>Indiv</u> | <u>Conver</u> | <u>Mcaid</u> | <u>Mcare</u> | <u>Other</u> | <u>Total Full Capitation</u> |
|-------------------------------------|--------------|------------|--------------|---------------|--------------|--------------|--------------|------------------------------|
| <u>Quarter 3, 2003:</u> | 2,792,676 | 1,388,462 | 135,487 | 2,837 | 1,979,847 | 474,923 | 0 | 6,774,232 |
| <u>Previous Quarter:</u> | 2,825,117 | 1,459,663 | 106,806 | 2,829 | 1,861,172 | 469,534 | 0 | 6,725,121 |
| <u>Change from Prior Quarter:</u> | -32,441 | -71,201 | 28,681 | 8 | 118,675 | 5,389 | 0 | 49,111 |
| <u>% Change from Prior Quarter:</u> | -1.1% | -4.9% | 26.9% | 0.3% | 6.0% | 1.1% | N/A | 0.7% |

Partial Capitation

| | |
|---|-----------|
| <u>Total Partial Capitation (Medicaid):</u> | 15,007 |
| <u>Total OTHER Medicaid:</u> | 10,109 |
| <u>TOTAL MEDICAID:</u> | 2,004,963 |

Total Capitation

| | |
|---|-----------|
| <u>All Categories This Quarter:</u> | 6,799,348 |
| <u>Total Capitation Previous Quarter:</u> | 6,749,673 |
| <u>Penetration Rate for all Managed Care:</u> | 35.5% * |
| <u>Total % Change from Prior Quarter:</u> | 0.7% |

* 19,157,532 -- 2003 Estimated Census, NYS Department of Economic Development

Note: The Medicaid Enrollment figures do not compare to the monthly reports. These figures are refreshed to capture enrollment updates through the end of the quarter.